

## Message Text

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PAGE 01 STATE 009493

70

ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 CAB-02 CIAE-00 DODE-00

      DOTE-00 INR-07 NSAE-00 FAA-00 /029 R

DRAFTED BY COMM/BIC/OED/SIPS/SSLEON/JEB

APPROVED BY EB/OCA/CM/BEBYRON

COMM/BIC/OED/SIPS/SSLEON

COMM/BIC/OED/OBOD/RECOHEN

STATE/EUR/CE/LHEICHLER

DOD/USAF/DCS/S-L/COLDULIN (SUB)

----- 101744

P 142248Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY BONN PRIORITY

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E.O. 11652: NA

TAGS: BEXP, GW

SUBJECT: PRODUCT OPPORTUNITY - AIRPORT SURVEILLANCE RADARS

1. THE GERMAN GOVERNMENT PROCUREMENT AGENCY, BWB, ACTING ON BEHALF OF THE GERMAN AIR FORCE, ISSUED AN RFQ ON 28 APRIL 1975. THIS RFQ, NUMBER FE III-5-AZ90-58-40 REQUIRED PROCUREMENT OF SOME FORTY-TWO (42) RADARS FOR USE BY THE GERMAN AIR FORCE FOR AIRPORT SURVEILLANCE.

2. RAYTHEON OFFERED AN/TPN 24 SEARCH RADAR. THIS SYSTEM WAS DEVELOPED BY RAYTHEON FOR THE USAF AND IS NOW IN SERVICE WITH THE USAF. RAYTHEON CONSIDERS THEY ARE IN STRONG POSITION AND ARE PREFERRED BY GAF. HOWEVER, THEY UNDERSTAND THAT THE ISRAELI AMBASSADOR IS GIVING VERY STRONG SUPPORT TO AN ISRAELI RADAR THAT BEEN PROPOSED.

3. WHILE REQUIREMENT IS FOR 42 RADARS IT IS BELIEVED  
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PAGE 02 STATE 009493

INITIAL ORDER WILL PROBABLY BE FOR ONLY SIX RADARS. WITH

UNIT PRICE OF ABOUT ONE MILLION THIS BECOMES AN IMMEDIATE  
6 MILLION DOLLAR POTENTIAL WITH FOLLOW ON OF 36 MILLION  
DOLLARS. ALSO OTHER NATO COUNTRIES ARE POTENTIAL CUSTOMERS  
ESPECIALLY WITH AN ORDER FROM FRG. SELECTION DECISION

EXPECTED BEFORE THE END OF JANUARY.

4. RAYTHEON MOST APPRECIATIVE OF ASSISTANCE BY MAAG  
STAFF. IN VIEW OF POSSIBLE HIGH LEVEL HELP BEING GIVEN TO  
OTHER COUNTRIES PROPOSALS REQUEST EMBASSY ASSIST ALL  
FEASIBLE. KISSINGER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 14 JAN 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** morefirh  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976STATE009493  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BIC/OED/SIPS/SSLEON/JEB  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760014-0577  
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**Office:** ORIGIN COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** morefirh  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 26 APR 2004  
**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PRODUCT OPPORTUNITY - AIRPORT SURVEILLANCE RADARS  
**TAGS:** BEXP, GE  
**To:** BONN  
**Type:** TE  
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